

Financial report
2020/2021 RLG Europe B.V.
Amsterdam

Table of contents

Annual report of the Board of Directors	3
Annual report of the Board of Directors	4
Financial statements	7
Balance sheet as at 31 March 2021	8
Income statement for the year ended 31 March 2021	10
Notes to the balance sheet and income statement	11
Other information	35
Provision in the articles of association governing the appropriation of profits	36
Statement of the existence of auxiliary branches	37
Independent auditor's report	38

Annual report of the Board of Directors



PricewaterhouseCoopers
Accountants N.V.
For identification
purposes only

Annual report of the Board of Directors

The Board of Directors herewith present the annual report for the year ended 31 March 2021.

General Information

The Company acts as an intermediate holding and as a distribution company within the Richemont Group. The Company distributes brands owned by the Richemont Group to selected retailers all over Europe. Furthermore, the Company operates Cartier, Chloe' and Montblanc Boutique's in The Netherlands, Belgium, Sweden and Denmark. The Company operates a Client Relation Center and E-commerce platform in Amsterdam for the European market.

The sole shareholder of the Company is Richemont International Holding SA (RIHSA) in Luxembourg. RIHSA is a subsidiary of Compagnie Financière Richemont SA ("CFR" or, together with its subsidiaries and equity-accounted investments, "the CFR Group", "Richemont" or "Richemont Group").

Review of operations

The business model for Europe, gradually introduced since 2009, led to significant increasing sales for the Company in former years. For the year under review the sales decreased by 44%. Sales were most severely impacted by the pandemic, given travel restrictions, curfews and the temporary closures of boutiques as well as a number of distribution centres in the first quarter of the financial year. The region also suffered from a halt in tourism, only partially mitigated by increased spending from domestic clientele.

The dividend income from the Company's investments decreased to EUR 40 million (2019/2020 EUR 51 million).

1 Results

The operational profit at EUR 18,5 million is substantially in line compared to last year profit reflecting a strong cost discipline. Net result decreased to EUR 53,7 million (2019/2020 EUR 70,3 million) of which EUR 39 million due to a positive financial income for the year. Total external sales decreased by 44%, mainly on wholesale channel in our Swiss Branch.

2 Risks

The Richemont Group has a risk management process which considers both strategic and operational risks. All material identified risks are modelled according to their probability of occurrence and potential impact and subsequently prioritised by CFR Group Management. A consolidated risk report, which includes risk mitigation plans prepared by the CFR Group executive directly responsible for addressing the risk, is reviewed annually by the CFR Audit Committee and the Board of Directors.

For any risks identified which relate to accounting and financial reporting, and to reduce the risk to the financial statements arising from material misstatement, whether due to fraud or error, the Group's internal control system framework defines relevant control measures which are implemented across the Group and appropriately monitored.

COVID-19

As explained in note 1.8 'Implications of COVID-19' to the financial statements, during the year ended 31 March 2021, the COVID-19 pandemic led to a significant slow-down of the global economy, temporary closures of our sales network and distribution centres and an almost complete halt in international travel.

Management has taken immediate protective measures to safeguard, to the full extent possible, the health of employees, clients, partners and the communities in which we operate. The outbreak necessitated temporary closures of a number of our boutiques, distribution centres, manufacturing facilities and offices and these have been progressively re-opened during fiscal year 2021 in line with local regulations. To counteract the effect of COVID-19 on the financial position of the Company, we have enacted numerous cash preservation measures, including strict cost control and increased selectively in its investments, while all business units are preparing for the rebound in client demand.

Whilst the impact of the COVID-19 pandemic is still uncertain, based on the current position and assumptions, the Board of Directors do not believe that it would have a material adverse effect on RLG Europe B.V.'s financial condition or liquidity and so have determined that the use of the going concern assumption for the preparation of the financial statements is appropriate.



PricewaterhouseCoopers
Accountants N.V.
For identification
purposes only

3 Personnel

The number of employees in the year under review decreased to 417 (2019/2020: 432). We foresee for the future a moderate increase in the numbers of staff following the further Swiss branch activities development, which relate to e-commerce related activities. Staff holds the following functions: management, sales, marketing, finance, IT, HR, after sales and logistics. The Company implemented in the past a specific Code of Conduct applicable to all employees.

4 Financing

The Company has a permanent credit line with the shareholder which covers all its financial requirements. Accordingly, the Company faces no risk in terms of funding needs in relation to financing.

5 Financial instruments

The directors consider that the company has limited currency, price, interest and credit risk and therefore has no instruments to cover any of these limited risks.

6 Research and development

Being part of the Richemont Group the company does not have any R&D expenses. All these expenses are made in the relevant Richemont Group companies.

7 Corporate Social Responsibility As a subsidiary of Compagnie Financiere Richemont SA (CFR), the Company adheres to the corporate social responsibility principles put in place at the level of the CFR Group which can be read on page 35 of the 2021 annual report of the CFR Group, to be found at www.richemont.com.

8 Future outlook

At the date of these financial statements, the impact and duration of the outbreak and the related measures taken to control it remain uncertain. In preparing these financial statements, these uncertainties have been considered throughout. Inventory provisions have been updated where necessary; given the nature of the Group's inventories, additional provisions were limited.

Compared to the first 5 months ended 30 August 2020 we had strong start to the financial year with sales up by 77%. Sales up by triple digits in almost all regions, channels and business areas, confirming the enduring appeal of the Group's Maisons.

The sole shareholder of the Company, Richemont International Holding SA, have confirmed that they will take appropriate action to enable the Company to fulfill all its current obligations for at least twelve months from the date of signing these financial statements.

Having considered the cash flows, liquidity position and borrowing facilities of the Company and Richemont International Holding SA, the Board of Directors has a reasonable expectation that the Company have adequate resources to continue in operational existence for the foreseeable future. The Board of Directors continues to monitor on a regular basis the evolution of the pandemic and the related responses and to update its expectations when necessary.

9 Board of Directors

The Board of Directors of the Company as at 31 March 2021 consisted of the following members:

Cédric Bossert, Group Legal Counsel
Patricia Gandji, CEO Richemont Europe
Sven Grundmann, Legal Counsel
Hazel Annikin (Managing Director)
Tim Wetsels (Chief Financial Officer)

There are two female members of the Board of Directors. The Company does not discriminate based on breed, origin or gender and the Company will attempt to increase the diversity in the future by appointment of talented female employees to the Board of Directors, in accordance with the Dutch regulation. In the various management layers just below the Board of Directors several women hold management positions.

Amsterdam, 1 October 2021

The Board of Directors:

Cédric Bossert

Patricia Gandji

Swen Grundmann

Hazel Annikin (appointed 1 June 2020)

Tim Wetsels (CFO, appointed 1 September 2020)

Financial statements



PricewaterhouseCoopers
Accountants N.V.
For identification
purposes only

Balance sheet as at 31 March 2021

(after proposed appropriation of result)

Assets	Note	31 March 2021		31 March 2020	
		EUR	EUR	EUR	EUR
Fixed assets					
Intangible assets	6.		352,642		435,193
Tangible fixed assets	7.				
Land		4,764,692		4,764,692	
Real estate and fixtures		16,440,067		12,316,765	
Office equipment and furniture		484,106		823,345	
Other fixed assets		<u>28,528,509</u>		<u>33,047,559</u>	
			50,217,374		50,952,361
Financial fixed assets	8.		1,273,495,684		768,445,532
Current assets					
Inventories	9.		386,507,422		420,776,411
Receivables	10.				
Trade debtors	11.	56,620,446		79,195,290	
Receivables from affiliated Companies	12.	88,909,872		88,852,873	
Taxes and social security contributions	13.	4,300,773		22,542,154	
Other receivables, prepayments and accrued income	14.	<u>7,950,214</u>		<u>8,030,913</u>	
			157,781,305		198,621,230
Cash at bank and in hand	15.		93,221,101		242,565,549
			<u>1,961,575,527</u>		<u>1,681,796,277</u>

Shareholders' equity and liabilities		31 March 2021		31 March 2020	
	Note	EUR	EUR	EUR	EUR
Shareholders' equity	16.				
Issued share capital	17.	17,700,000		17,700,000	
Share premium	18.	691,407,686		391,407,686	
Other reserves	19.	<u>501,162,086</u>		<u>447,910,533</u>	
			1,210,269,772		857,018,219
Provisions	20.		956,477		842,477
Non-current liabilities	21.		500,313,294		500,562,302
Current liabilities	22.				
Amounts owed to credit institutions	23.	83,429,463		118,280,126	
Trade creditors	24.	20,867,571		11,698,324	
Payables to affiliated companies	25.	114,904,431		136,635,061	
Taxes and social security contributions	26.	9,041,378		26,869,559	
Other liabilities and accruals	27.	<u>21,793,142</u>		<u>29,890,209</u>	
			250,035,984		323,373,279
			<u>1,961,575,527</u>		<u>1,681,796,277</u>

Income statement for the year ended 31 March 2021

		2020/2021		2019/2020	
	Note	EUR	EUR	EUR	EUR
Net turnover	30.	1,095,554,619		1,964,762,835	
Other operating income	31.	<u>5,761,613</u>		<u>3,331,607</u>	
Total operating income			1,101,316,232		1,968,094,442
Cost of raw materials and consumables		822,873,943		1,558,974,997	
Salaries and wages	32.	33,011,330		34,109,579	
Social security contributions		4,777,581		4,606,892	
Pension contributions		2,337,064		2,418,564	
Amortisation of intangible assets	33.	90,824		91,050	
Depreciation of tangible assets	34.	11,632,052		11,531,050	
Operating expenses	35.	<u>208,071,524</u>		<u>337,420,819</u>	
Total operating expenses			<u>1,082,794,318</u>		<u>1,949,152,951</u>
Operating profit			18,521,914		18,941,491
Financial expense and income	37.		<u>39,150,194</u>		<u>56,692,443</u>
Result before taxation			57,672,107		75,633,934
Tax on profit on ordinary activities	38/39.		<u>(3,924,653)</u>		<u>(5,354,308)</u>
Profit/(loss) after taxation			<u><u>53,747,454</u></u>		<u><u>70,279,626</u></u>

Notes to the balance sheet and income statement

1. General notes

1.1. Activities

RLG Europe B.V. (hereafter: 'the Company') is an investment holding, finance, and a retail and wholesale trading company which operates with luxury goods associated with the trademarks of the Richemont Group.

Sales are realised in both the domestic and foreign markets. The countries of the European Union form the most important markets in this respect. Furthermore, the Company operates Cartier, Montblanc and Chloé boutiques in The Netherlands, Belgium, Sweden and Denmark.

1.2. Registered office, legal form and registration number Chamber of Commerce

RLG Europe B.V. has its registered office at Herengracht 436, 1017 BZ, Amsterdam. The registration number at the Chamber of Commerce is 33134283.

1.3. Group structure

The sole shareholder of the Company is Richemont International Holding SA (RIHSA) in Luxembourg. RIHSA is a subsidiary of Compagnie Financière Richemont SA ("CFR" or, together with its subsidiaries and equity-accounted investments, "the CFR Group", "Richemont" or "Richemont Group").

1.4. Estimates

In applying the principles and policies for drawing up the financial statements, the directors of RLG Europe B.V. make different estimates and judgments that may be essential to the amounts disclosed in the financial statements. If it is necessary in order to provide the transparency required under Book 2, article 362, paragraph 1, the nature of these estimates and judgments, including related assumptions, is disclosed in the notes to the relevant financial statement item.

1.5. Consolidation

In respect of the consolidated requirement use has been made of the exemption provided by article 408, Title 9, Book 2 of the Dutch Civil Code. The consolidated financial statements of Compagnie Financière Richemont SA for the year ended 31 March 2020, in which the financial data of the Company and its subsidiaries are included, are filed at the Chamber of Commerce in Amsterdam and can be found on the website of the group (www.richemont.com).

1.6. Related parties

All legal entities that can be controlled, jointly controlled or significantly influenced are considered to be a related party. Also, entities which can control the Company are considered a related party. In addition, statutory directors, other key management of RLG Europe B.V. and close relatives are regarded as related parties.

Significant transactions with related parties are disclosed in the notes insofar as they are not transacted under normal market conditions. The nature, extent and other information is disclosed if this is required for to provide the true and fair view.

1.7. Accounting policies for the cash flow statement

The Dutch Accounting Standards Board mandates to include a cash flow statement (RJ 360.104) in the financial statement for large and medium-sized entities, unless the capital of the entity is provided by another entity who presents a cash flow statement, and this cash flow statement is included in financial statements that are available in the Netherlands.

RLG Europe B.V. is ultimately owned by Compagnie Financière Richemont SA in which financial statements the consolidated cash flow statement is included. Therefore RLG Europe B.V. makes use of the above exemption.

1.8. Implications COVID-19

During the year ended 31 March 2021, the COVID-19 pandemic led to a significant slow-down of the global economy, temporary closures of our sales network and distribution centres and an almost complete halt in international travel.

Management has taken immediate protective measures to safeguard, to the full extent possible, the health of employees, clients, partners and the communities in which we operate. The outbreak necessitated temporary closures of a number of our boutiques, distribution centres, manufacturing facilities and offices and these have been progressively re-opened during fiscal year 2021 in line with local regulations. To counteract the effect of COVID-19 on the financial position of the Company, we have enacted numerous cash preservation measures, including strict cost control and increased selectively in its investments, while all business units are preparing for the rebound in client demand. The Company also applied for and received assistance under the government support scheme known as the 'N.O.W.'¹. The N.O.W. scheme is set up to help businesses with employees to cover wage payments. The Company concluded that it was not necessary to apply for the next N.O.W. schemes.

The sole shareholder of the Company, Richemont International Holding SA, have confirmed that they will take appropriate action to enable the Company to fulfill all its current obligations for at least twelve months from the date of signing these financial statements.

Having considered the cash flows, liquidity position and borrowing facilities of the Company and Richemont International Holding SA, the Board of Directors has a reasonable expectation that the Company have adequate resources to continue in operational existence for the foreseeable future. Therefore, whilst the impact of the COVID-19 pandemic is still uncertain, based on the current position and assumptions, the Board of Directors do not believe that it would have a material adverse effect on RLG Europe B.V.'s financial condition or liquidity and so have determined that the use of the going concern assumption for the preparation of these financial statements is appropriate.

2. General policies

2.1. General

The financial statements have been prepared in accordance with the statutory provisions of Part 9, Book 2 of the Dutch Civil Code and the firm pronouncements in the Guidelines for Annual Reporting in the Netherlands as issued by the Dutch Accounting Standards Board.

In general, assets and liabilities are stated at the amounts at which they were acquired or incurred, or current value. If not specifically stated otherwise, they are recognised at the amounts at which they were acquired or incurred. The balance sheet and income statement include references to the notes.

2.2. Comparative figures

The accounting policies have been consistently applied to all the years presented.

2.3. Foreign currencies

2.3.1. Functional currency

Items included in the financial statements of RLG Europe B.V. are measured using the currency of the primary economic environment in which the Company operates (the functional currency). The financial statements are presented in euro, which is the functional and presentation currency of RLG Europe B.V.

2.3.2. Transactions, assets and liabilities

Foreign currency transactions in the reporting period are translated into the functional currency using the exchange rates prevailing at the dates of the transactions.

Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange prevailing at the balance sheet date. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year end exchange rates are recognised in the income statement.

Translation differences on non-monetary assets held at cost are recognised using the exchange rates prevailing at the dates of the transactions.

Translation differences on non-monetary assets such as equities held at fair value through profit or loss are recognised through profit or loss as part of the fair value gain or loss.

Translation differences on intragroup long- term loans that effectively constitute an increase or decrease in net investments in a foreign operation are directly recognised in equity as a component of the statutory reserve for translation differences.

Exchange differences on foreign currency loans contracted to finance a net investment in a foreign operation are recognised in the statutory reserve for translation differences if and when such loans effectively hedge the exchange rate exposure on that net investment in a foreign operation.

Assets and liabilities of consolidated subsidiaries or branches, with a functional currency different from the presentation currency are translated at the rate of exchange prevailing at the balance sheet date; income and expense are translated at average exchange rates during the financial year. Goodwill and fair value adjustments arising on the acquisition of a foreign operation are treated as assets and liabilities of these subsidiaries and translated at the closing rate. Any resulting exchange differences are taken directly to the legal reserve for translation differences within equity.

2.4. Lease

2.4.1. Operating lease

Lease contracts for which a large part of the risks and rewards incidental to ownership of the assets does not lie with the Company, are recognised as operating leases. Lease payments are recognised on a straight-line basis in the income statement over the term of the contract, taking into account reimbursements received from the lessor.

3. Accounting policies for the balance sheet

3.1. Intangible assets

Intangible assets are stated at historical cost less amortisation. Allowance is made for any impairment losses expected; a loss qualifies as an impairment loss if the carrying amount of the asset (or of the cash-generating unit to which it belongs) exceeds its recoverable amount.

For details on how to determine whether an intangible asset is impaired, please refer to note 3.4.

3.1.1. Key money / Licenses

Costs of intangible assets other than those internally generated, including key money and licences, are valued at acquisition cost and amortised on a straight-line basis over their estimated future useful lives, with a maximum of 20 years.

3.2. Tangible fixed assets

Land and buildings are stated at historical cost plus expenditure that is directly attributable to the acquisition of the items, less straight line depreciation over their estimated useful lives. Land is not depreciated. Allowance is made for any impairment losses expected on the balance sheet date. For details on how to determine whether property, plant or equipment is impaired, please refer to note 3.4.

Other fixed assets are valued at historical cost or manufacturing price including directly attributable expenditure, less straight line depreciation over their estimated useful lives and impairment losses. The manufacturing price is comprised of the cost of raw materials and consumables, and also includes expenditure directly attributable to an asset's manufacturing, including installation costs.

There's no restoration obligation after the use of the asset. In case of major repairs to buildings for future repairs, a provision is booked according to contract with supplier and on the basis of work in progress.

3.3. Financial fixed assets

3.3.1. Participations in affiliated companies

Due to international group structure and the use of the exemption provided by article 408, Title 9, Book 2 of the Dutch Civil Code (refer to note 1.5), participations are stated at the acquisition price or, if permanent, at impaired net realisable value, please refer to note 3.4.

3.3.2. Loans to associates

Receivables disclosed under financial assets are recognised initially at fair value of the amount owed less transaction cost (if material). These receivables are subsequently measured at amortised cost price. For determining the value, any depreciation is taken into account.

3.3.3. *Deferred tax assets*

Deferred income tax assets are recognised to provide for temporary differences between the tax bases of assets and liabilities, and their carrying amounts in the financial statements, on the understanding that deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences and fiscal losses can be utilised.

Deferred income tax is determined using tax rates that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised.

Deferred income taxes are recognised at nominal value.

3.3.4. *Long-term prepayment*

Other receivables disclosed under financial assets include issued loans and other receivables as well as purchased loans that will be held to their maturity date. These receivables are initially measured at fair value including transaction costs, if material and subsequently carried at amortised cost. If loans are issued at a discount or premium, the discount or premium is recognised through profit or loss over the maturities of the loans using the effective interest method. Also transaction costs are included in the initial valuation and recognised through profit or loss as part of the effective interest method. Impairment losses are deducted from amortised cost and expensed in the income statement.

3.4. *Impairment of non-current assets*

At each balance sheet date, the Company tests whether there are any indications of assets being subject to impairment. If any such indications exist, the recoverable amount of the asset is determined. If this proves to be impossible, the recoverable amount of the cash generating unit to which the asset belongs is identified. An asset is subject to impairment if its carrying amount exceeds its recoverable amount; the recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

Fair value less costs to sell is determined based on the active market. For the purposes of determining value in use, cash flows are discounted at a rate. An impairment loss is directly expensed in the income statement.

If it is established that a previously recognised impairment loss no longer applies or has declined, the increased carrying amount of the assets in question is not set any higher than the carrying amount that would have been determined had no asset impairment been recognised.

The Company assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired. If any such evidence exists, the impairment loss is determined and recognised in the income statement.

The amount of an impairment loss incurred on financial assets stated at amortised cost is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition). If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss shall be reversed. The reversal shall not result in a carrying amount of the financial asset that exceeds what the amortised cost would have been had the impairment not been recognised at the date the impairment is reversed. The amount of the reversal shall be recognised in the income statement.

If an impairment loss has been incurred on an investment in an equity instrument carried at cost, the amount of the impairment loss is measured as the difference between the carrying amount of the financial assets and the present value of estimated future cash flows discounted at the current market rate of return for a similar financial asset. The impairment loss shall be reversed only if the evidence of impairment is objectively shown to have been removed.

3.5. *Inventories*

3.5.1. *Inventories for own use and resale*

The consumables are valued at average cost bases using the FIFO method ('first in, first out') or at the lower realisable value.

Realisable value is the estimated sales price less directly attributable selling expenses. Net realisable value is determined making allowance for obsolescence of inventories.

3.6. *Receivables*

Trade receivables are recognised initially at fair value including transaction costs, if material and subsequently measured at amortised cost. If payment of the receivable is postponed under an extended payment deadline, fair value is measured on the basis of the discounted value of the expected revenues. Interest gains are recognised using the effective interest method. When a trade receivable is uncollectible, it is written off against the allowance account for trade receivables.

3.7. *Cash at bank and in hand*

Cash and cash equivalents include cash in hand, bank balances and deposits held at call with maturities of less than 12 months. Bank overdrafts are shown within borrowings in current liabilities on the balance sheet. Cash and cash equivalents are stated at face value.

3.8. *Shareholders' equity*

If the Company acquires treasury shares, the acquisition price of these shares is deducted from equity (other reserves), until the shares are either withdrawn or sold. If the treasury shares are sold, any sales proceeds are added to the other reserves.

Expenses directly related to the purchase, sale and/or issue of new shares are directly charged against equity, net of the relevant income tax effects. Other direct changes in equity are also recognised net of the relevant income tax effects.

3.9. *Provisions*

3.9.1. *General information*

Provisions are recognised for legally enforceable or constructive obligations existing at the balance sheet date, the settlement of which is probable to require an outflow of resources whose extent can be reliably estimated.

Provisions are measured on the basis of the best estimate of the amounts required to settle the obligations at the balance sheet date. Unless indicated otherwise, provisions are stated at the present value of the expenditure expected to be required to settle the obligations.

Where some or all of the expenditure required to settle a provision is expected to be reimbursed by another party, the reimbursement shall be recognised when, and only when, it is virtually certain that reimbursement will be received if the entity settles the obligation. The reimbursement shall be treated as a separate asset.

3.10. *Non-current liabilities*

On initial recognition long-term debts are recognised at fair value. Transaction costs which can be directly attributed to the acquisition of the long-term debts are included in the initial recognition. After initial recognition long-term debts are recognised at the amortised cost price, being the amount received taking into account premiums or discounts and minus transaction costs.

3.11. Current liabilities

On initial recognition current liabilities are recognised at fair value. After initial recognition current liabilities are recognised at the amortised cost price, being the amount received, taking into account premiums or discounts, less transaction costs. This usually is the nominal value.

3.12. Deferred tax liabilities

Deferred tax liabilities are recognised for temporary differences between the value of the assets and liabilities under tax regulations on the one hand and the book values applied in these financial statements on the other. The computation of the deferred tax liabilities is based on the tax rates prevailing at the end of the reporting year or the rates applicable in future years, to the extent that they have already been enacted by law.

4. Accounting policies for the income statement

4.1. Result

Profit or loss is determined as the difference between the realisable value of the goods delivered and services rendered, and the costs and other charges for the year. Revenues on transactions are recognised in the year in which they are realised; losses are taken as soon as they are foreseeable.

4.2. Revenue recognition

4.2.1. General

Net turnover comprises the income from the supply of goods and services and realised income from construction contracts after deduction of discounts and such like and of taxes levied on the turnover.

4.2.2. Sales of goods

Revenue is recognised when the significant risks and rewards of ownership have been transferred to the customer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, and the amount of revenue can be measured reliably. Revenue is measured net of returns and trade discounts.

4.2.3. Sales of services

Revenue from the rendering of services is recognised based on the stage of completion of services rendered until the balance sheet date related to total services.

4.2.4. Royalty income

Revenue from royalties is allocated to the reporting period in accordance with the royalty agreement.

4.3. Exchange rate differences

Exchange differences arising upon the settlement or conversion of monetary items are recognised in the income statement in the period that they arise, unless they are hedged.

4.4. Cost of sales

Cost of sales represents the direct and indirect expenses attributable to revenue.

4.5. Costs

Costs are recognised based on the historical cost convention and are allocated to the reporting year to which they relate.

4.6. Employee benefits

4.6.1. Salaries and wages

Salaries, wages and social security contributions are taken to the income statement based on the terms of employment, where they are due to employees and the tax authorities respectively.

4.6.2. Pensions

RLG Europe B.V. has a combination of a defined contribution plan and a defined benefit plan, where the Swiss Branch has a defined benefit plan. However due to a lack of information available at this level, no pension liability is formed and the plan is accounted for as a defined contribution plan. Therefore RLG Europe B.V. is solely accounted for as a defined contribution scheme. For its defined contribution schemes, the Company pays contributions to pension funds and insurance companies on a compulsory, contractual or voluntary basis. Except for the payment of contributions, the Group has no other obligation in connection with these pension schemes. Contributions are recognised as personnel costs when incurred. Prepaid contributions are accounted for under prepayments if this leads to a repayment or a reduction in future payments.

RLG Europe B.V. has applied the liability method for pension plans. The premiums payable for the financial year are charged to the result.

4.6.3. Share option scheme and share bonus scheme

The Company operates a share option plan for directors and employees.

No cost is allocated to the share options, except where the market value at the time of the options being granted is higher than the exercise price. In such a case, the difference between the market price and exercise price is recorded in the income statement. If a change in exercise price takes place, during the course of the option period, then subsequent changes in market prices are recorded in the income statement, insofar that the intrinsic value is positive.

4.7. Amortisation and depreciation

Intangible assets are amortised and tangible assets depreciated over their estimated useful lives as from the inception of their use. Land is not depreciated. Future depreciation and amortisation is adjusted if there is a change in estimated future useful life.

Gains and losses on sales of tangible assets are included in depreciation.

4.8. Financial expense and income

4.8.1. Interest paid and received

Interest paid and received is recognised on a time-weighted basis, taking account of the effective interest rate of the assets and liabilities concerned. When recognising interest paid, allowance is made for transaction costs on loans received as part of the calculation of effective interest.

4.8.2. Dividends

Dividends to be received from participating interests not carried at net asset are recognised as soon as the Company receives the dividend.

4.9. Tax on profit on ordinary activities

Income tax is calculated on the profit/(loss) before tax in the income statement, taking into account any losses carried forward from previous financial years (where not included in deferred income tax assets) and tax-exempt items and non-deductible expenses. Account is also taken of changes in deferred income tax assets and liabilities owing to changes in the applicable tax rates.

5. Financial instruments and risk management

5.1. Market risk

5.1.1. Currency risk

RLG Europe B.V. mainly operates in the European Union. The currency risk for RLG Europe B.V. largely concerns positions and future transactions in Euro, Swiss francs, Swedish Krona, Danish Krona and Pounds Sterling. The directors consider the currency risks to be fairly limited, as a result, there are no financial instruments to cover the currency risks.

5.1.2. Price risk

The Company does not incur significant price risk, since transfer pricing is managed at a central level in line with the local profitability.

5.1.3. Interest rate and cash flow risk

The Company incurs interest rate risk on interest bearing receivables (in particular those included under financial assets, securities and cash) and on interest bearing non-current and current liabilities (including borrowings).

Where variable-interest loans to group companies are concerned the Company incurs risk regarding future cash flows. In addition, the Company incurs market risk on fixed interest receivables and debts. No financial derivatives for interest rate risk are contracted with regard to the long-term receivables from group companies. In general corresponding payable loans to group companies are held to cover for both currency and interest rate risks.

5.2. Credit risk

The Company does not have any significant concentrations of credit risk. Sales regarding wholesale are made to customers that meet the Company's credit rating. Goods are sold/services provided subject to payment deadlines.

6. Intangible assets

Movements in intangible assets can be broken down as follows:

	<i>Key money / Licenses</i>
	EUR
<i>Balance as at 1 April 2020</i>	
Cost	3,288,905
Accumulated impairments and amortisation	<u>(2,853,712)</u>
Book value	<u>435,193</u>
<i>Movements in book value</i>	
	(31,248)
Accumulated costs of disposals	
Amortisation of intangible assets	(90,824)
Depreciation of disposals	31,248
Foreign exchange difference on opening balances	8,272
Balance	<u>(82,551)</u>
<i>Balance as at 31 March 2021</i>	
Cost	3,259,863
Accumulated impairments and amortisation	<u>(2,907,221)</u>
Book value	<u>352,642</u>
Amortisation rates	<u>10</u>

The intangible assets mainly consist of key money for the lease of the boutiques:

- Cartier Brussels with Net Book Value of EUR 89,527
- Cartier Stockholm with Net Book Value of EUR 263,115

No new additions in 2021. Disposals are related to software fully depreciated.

7. *Tangible fixed assets*

Movements in tangible fixed assets are broken down as follows:

	<i>Land</i>	<i>Real estate</i>	<i>Office</i>	<i>Other fixed</i>	<i>Total</i>
	<i>and fixtures</i>		<i>equipment</i>	<i>assets</i>	
			<i>and</i>		
			<i>furniture</i>		
	EUR	EUR	EUR	EUR	EUR
<i>Balance as at 1 April 2020</i>					
Cost	4,764,692	15,185,368	2,514,205	80,520,514	102,984,781
Accumulated impairments and depreciation	0	(2,868,603)	(1,690,860)	(47,472,955)	(52,032,419)
Book value	<u>4,764,692</u>	<u>12,316,765</u>	<u>823,345</u>	<u>33,047,559</u>	<u>50,952,362</u>
<i>Movements in book value</i>					
Additions	0	4,355,085	108,089	7,088,693	11,551,867
Accumulated cost of disposals	0	(80,469)	(963,128)	(10,481,748)	(11,525,346)
Depreciation of tangible assets	0	(212,133)	(447,328)	(11,053,274)	(11,712,736)
Depreciation of disposals	0	60,819	963,128	9,927,278	10,951,226
Balance	<u>0</u>	<u>4,123,302</u>	<u>(339,239)</u>	<u>(4,519,051)</u>	<u>(734,989)</u>
<i>Balance as at 31 March 2021</i>					
Cost	4,764,692	19,459,984	1,659,166	77,127,458	103,011,301
Accumulated impairments and depreciation	0	(3,019,917)	(1,175,060)	(48,598,949)	(52,793,928)
Book value	<u>4,764,692</u>	<u>16,440,067</u>	<u>484,106</u>	<u>28,528,509</u>	<u>50,217,374</u>
Depreciation rates	<u>0</u>	<u>6.66-10</u>	<u>20-33.33</u>	<u>7-33.33</u>	

At 1 April 2007, the Company changed its depreciation rate for real estate property, being Herengracht 436/438/440, Amsterdam, to 0% as the current market valuation of the property exceeds the carrying value. In principle, any structural additions and improvements qualify under this rule, any internal improvements and fixtures are depreciated over a useful life between 10 and 15 years.

The following insured values are applicable to the following property:

	<u>31-03-2021</u>	<u>31-03-2020</u>
	EUR	EUR
Real estate and fixtures	14,540,390	14,601,209
Office equipment and furniture	<u>49,822,231</u>	<u>49,527,059</u>
	<u>64,362,621</u>	<u>64,128,268</u>

8. Financial fixed assets

Movements in financial fixed assets can be broken down as follows:

	<i>Participations in affiliated companies</i>	<i>Receivables from affiliated companies</i>	<i>Deferred tax assets</i>	<i>Long-term prepayment</i>	<i>Total</i>
	EUR	EUR	EUR	EUR	EUR
Balance as at 1 April 2020	275,691,185	490,000,000	1,114,042	1,608,305	768,445,532
Additions	504,824,000	0	87,512	510,003	505,421,515
Decrease	0	0	(274,840)	(96,523)	(371,363)
Impairment	0	0	0	0	0
Balance as at 31 March 2021	<u>780,515,185</u>	<u>490,000,000</u>	<u>958,714</u>	<u>2,021,785</u>	<u>1,273,495,684</u>

Main movements are related to:

- Subscription of newly issued shares of wholly owned subsidiary Richemont Holding France for a total amount of EUR 500,000,000 (50,000,000 new shares of the value of EUR 10 each)
- Investment on Montblanc India Retail Private Ltd (49%) for a total amount of EUR 4,824,000

On the basis of investment value against net equity, an impairment is not needed for fiscal year 2021

Participations in affiliated companies includes the following companies which are wholly owned unless otherwise indicated:

Richemont Holding France, France
 Richemont Hellas SA, Greece
 Richemont India Private Limited, India
 Richemont Japan Limited, Japan
 Cartier Europe B.V., the Netherlands
 Richemont Services B.V., the Netherlands
 RLG LLC, Russia (75%)
 Richemont Iberia SL, Spain
 VLG Americas SA, Uruguay
 RLG Ukraine LLC, Ukraine (99.9%)
 Montblanc India Retail Private Ltd (49%)
 Kering Eyewear SPA, Italy (30%)

8.1. Receivables from affiliated companies

	<u>31-03-2021</u>	<u>31-03-2020</u>
	EUR	EUR
Richemont Italia Holdings S.r.l.	100,000,000	100,000,000
Richemont Holding France	<u>390,000,000</u>	<u>390,000,000</u>
	<u>490,000,000</u>	<u>490,000,000</u>

The interest rate on the Richemont Italia loan is 0.602% per annum. The interest on the loan Richemont Holdings France is 1.18% per annum. Regarding securities and payment no agreements have been made.

8.2. *Deferred tax assets*

	2020/2021	2019/2020
	EUR	EUR
Balance as at 1 April 2020	1,146,042	2,524,807
Movements on losses	(274,840)	(1,378,765)
Impairment push down on Swiss Branch	87,512	0
Balance as at 31 March 2021	<u>958,714</u>	<u>1,146,042</u>

Recognised deductible temporary differences are mainly due to losses available splitted as follows:

-Belgium Branch EUR 2,090,000

-Denmark Filial EUR 1,150,915

9. *Inventories*

	31-03-2021	31-03-2020
	EUR	EUR
Finished products and goods for resale	<u>386,507,422</u>	<u>420,776,411</u>

The inventory balances per 31 March 2021 include a provision for damaged and obsolete stock for the total amount of EUR 20,211,784 (31 March 2020: EUR 15,878,642).

10. *Receivables*

All receivables fall due in less than one year. The fair value of the receivables approximates the book value.

11. *Trade debtors*

	31-03-2021	31-03-2020
	EUR	EUR
Trade debtors	<u>56,620,446</u>	<u>79,195,290</u>

Trade debtors per 31 March 2021 include a provision for doubtful debts for the total amount of EUR 4,283,852 (31 March 2020: EUR 5,282,261).

12. *Receivables from affiliated companies*

	31-03-2021	31-03-2020
	EUR	EUR
Receivable from affiliated companies	88,337,972	88,292,639
Receivable interest from affiliated companies	<u>571,900</u>	<u>560,233</u>
	<u>88,909,872</u>	<u>88,852,872</u>

Receivables from affiliates are mainly related to inventory purchases and have repayment terms of 60 days. No affiliates have amounts due older than 60 days.

13. Taxes and social security contributions

	<u>31-03-2021</u>	<u>31-03-2020</u>
	EUR	EUR
Value added tax	4,300,773	22,542,154
	<u>4,300,773</u>	<u>22,542,154</u>

14. Other receivables, prepayments and accrued income

	<u>31-03-2021</u>	<u>31-03-2020</u>
	EUR	EUR
Prepayments and accrued income	<u>7,950,214</u>	<u>8,030,913</u>

15. Cash at bank and in hand

	<u>31-03-2021</u>	<u>31-03-2020</u>
	EUR	EUR
Cash at banks and in hand	<u>93,221,101</u>	<u>242,565,549</u>

Cash is at the free disposal of the Company.

16. Shareholders' equity

	<u>Issued share capital</u>	<u>Share premium</u>	<u>Other reserves</u>	<u>Total</u>
	EUR	EUR	EUR	EUR
Balance as at 1 April 2020	17,700,000	391,407,686	447,910,533	857,018,219
Movements				
Increase	0	300,000,000	0	300,000,000
Prior year adjustment	0		(495,901)	(495,901)
Result after taxation	<u>0</u>	<u>0</u>	<u>53,747,454</u>	<u>53,747,454</u>
Balance as at 31 March 2021	<u>17,700,000</u>	<u>691,407,686</u>	<u>501,162,106</u>	<u>1,210,269,772</u>

- Share premium increase is related to a capital contribution received by the sole shareholder, Richemont International Holding SA
- Prior year adjustment refers to impairment test run at Group level on prior fiscal year and pushed down on FY21 to Swiss Branch (on Point of sale assets Dunhill brand)

Figures of last fiscal year are summarized on the table below

	<i>Issued share capital</i>	<i>Share premium</i>	<i>Other reserves</i>	<i>Total</i>
	EUR	EUR	EUR	EUR
<i>Balance as at 1 April 2019</i>	17,700,000	391,407,686	377,630,907	786,738,593
<i>Movements</i>				
Result after taxation	0	0	70,279,626	70,279,626
<i>Balance as at 31 March 2020</i>	<u>17,700,000</u>	<u>391,407,686</u>	<u>447,910,553</u>	<u>857,018,219</u>

17. Issued share capital

The authorised share capital of the Company as at 31 March 2021, amounts to EUR 17,700,000 and consists of 12,000 ordinary shares of EUR 1,475 each.

Issued and fully paid in share capital amounts to EUR 17,700,000 (31 March 2020: idem).

18. Share premium

For an amount of EUR 691,407,686 the share premium may be considered as fiscal capital contribution.

19. Other reserves

	<i>2020/2021</i>	<i>2019/2020</i>
	EUR	EUR
Balance as at 1 April 20	447,910,533	377,630,907
Prior year adjustment	(495,901)	0
Profit for the year	<u>53,747,454</u>	<u>70,279,626</u>
Balance as at 31 March 21	<u>501,162,106</u>	<u>447,910,533</u>

20. Provisions

20.1. Deferred tax liabilities

	<i>2020/2021</i>	<i>2019/2020</i>
	EUR	EUR
Balance as at 1 April	842,477	1,773,477
Additions	114,000	72,000
Release previous years mainly against DTA (reclass)	0	(1,003,000)
Balance as at 31 March	<u>956,477</u>	<u>842,477</u>

The provision for deferred tax liabilities was set for taxable timing differences between the valuation of tangible fixed assets for financial reporting purposes and for tax purposes.

21. Non-current liabilities

	<i>Balance as Repayment at obligation 31-03-2021</i>	<i>Remaining term in 2021/22</i>	<i>Remaining term > 1 year</i>	<i>Remaining term > 5 year</i>
	EUR	EUR	EUR	EUR
Long -term lease	141,780	0	0	141,780
Loan payables to affiliated company	500,000,000	0	0	500,000,000
Long- term litigation provision	11,704	0	11,704	0
Long- term retention plan for employees	159,810	0	159,810	0
	<u>500,313,294</u>	<u>0</u>	<u>171,514</u>	<u>500,141,780</u>

The loan to an affiliate is repayable on 31 March 2025 and for fiscal year 2021 bears interest at 0,132%. Loan interest is settled on an annual basis and is recalculated at March of each year until the loan is fully repaid.

Movements of the year can be summarized on the table below:

	Lease	Loan Payables	Litigation provision	Retention Plan	Total
<i>Balance as at 1 April 2020</i>	153,448	500,000,000	43,415	365,439	500,562,302
Increase	3,382	0	280,884	1,872,308	2,156,574
Decrease	(15,050)	0	(312,596)	(2,077,937)	(2,405,582)
<i>Balance as at 31 March 2021</i>	141,780	500,000,000	11,704	159,810	500,313,294

22. Current liabilities

All current liabilities fall due in less than one year. The fair value of the current liabilities approximates the book value due to their short-term character.

23. Amounts owed to credit institutions

	<i>31-03-2021</i>	<i>31-03-2020</i>
	EUR	EUR
Amounts owed to credit institutions	<u>83,429,463</u>	<u>118,280,126</u>

The overdraft position is due to the settling of intercompany invoices via the Group netting system for purchases of wholesale stock from Richemont International Distribution, Branch of RISA. The overdraft position is refunded over the following month by wholesale debtor collections.

24. Trade creditors

	<i>31-03-2021</i>	<i>31-03-2020</i>
	EUR	EUR
Trade creditors	<u>20,867,571</u>	<u>11,698,324</u>

25. Payables to affiliated companies

	<u>31-03-2021</u>	<u>31-03-2020</u>
	EUR	EUR
Short- term payables to affiliated companies	114,779,431	136,135,061
Interest on loans payable to affiliated companies	<u>125,000</u>	<u>500,000</u>
	<u>114,904,431</u>	<u>136,635,061</u>

The payables to affiliates have similar repayment terms and bear interest at market rates, such as EURIBOR and EONIA, with a mark-up between 0 and 1 percent (2019/2020: idem).

26. Taxes and social security contributions

	<u>31-03-2021</u>	<u>31-03-2020</u>
	EUR	EUR
Value added tax	5,520,585	22,427,944
Taxes and social security contributions	65,758	1,084,644
Corporate income tax	<u>3,455,035</u>	<u>3,356,971</u>
	<u>9,041,378</u>	<u>26,869,559</u>

27. Other liabilities and accruals

	<u>31-03-2021</u>	<u>31-03-2020</u>
	EUR	EUR
Other payables	14,331,207	22,990,895
Accrued expenses	<u>7,461,934</u>	<u>6,899,315</u>
	<u>21,793,142</u>	<u>29,890,210</u>

28. Guarantees

28.1. Fiscal Unity

For Corporate Income Tax purposes, RLG Europe B.V., Cartier Europe B.V. and Richemont Services B.V. are a fiscal unity. Pursuant to the Collection of State Taxes Act, the Company and its sister companies are both severally and jointly liable for the tax payable by the combination.

In the financial statements of Cartier Europe B.V. and Richemont Services B.V., tax expenses are calculated on the basis of the commercial result realized by Cartier Europe B.V. and Richemont Services B.V.

RLG Europe B.V., Cartier Europe B.V. and Richemont Services B.V. settle these expenses through their intercompany (current) accounts.

28.2. Contingent liabilities

At year end, guarantees issued amounted to EUR 4,108,098 splitted as follows:

- Swiss Branch EUR 116,250 (2019/2020: EUR 448,450)
- RLG Europe B.V. EUR 3,943,848 (2019/2020: EUR 3,629,494)
- Belgium Branch EUR 48,000 (2019/2020: idem)

The Company and its associates are jointly and severally liable for the bank overdrafts.

29. Commitments

29.1. Operational leases

The table below provides a detailed overview of the rental lease payments made in the year under review. The rental expense for 2021 has been included to highlight the relevant expense for contracts that are terminating and to highlight the full year effect of contracts that were not in place for the full year under review.

The obligations from operational leases at the end of the reporting period can be detailed as follows:

Obligations to pay:	
No later than 1 year	2,875,000
Later than 1 year and no later than 5 years	6,457,000
Later than 5 years	3,413,000

During the financial year, group recognised operational lease payments to the amount of EUR 4,289,683 (2019/2020: EUR 4,742,778) in the income statement.

29.2. Tax group liability

RLG Europe B.V. is head of the income tax group, consisting of Richemont Services B.V. and Cartier Europe B.V. Under the Tax Collection Act, the members of the tax group are jointly and severally liable for any taxes payable by the Group.

The tax expense recognised in the financial statements is based on its profit for financial reporting purposes. RLG Europe B.V. settles its intercompany balances with her subsidiaries based on the subsidiaries' profit for financial reporting purposes.

30. Net turnover

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Finished goods sales	1,053,370,475	1,906,215,671
Other sales	<u>42,184,144</u>	<u>58,547,164</u>
	1,095,554,619	1,964,762,835

Other sales are related to accessories, services and spare parts

The Geographical distribution of revenue is summarized below:

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Europe	993,953,231	1,847,125,471
Middle East & Africa	100,225,908	116,056,596
Asia	24,470	120,070
Americas	<u>1,351,010</u>	<u>1,460,698</u>
	1,095,554,619	1,964,762,835

31. Other operating income

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Royalties and marketing fees	2,476,773	3,331,607
Government support scheme (N.O.W)	<u>3,284,840</u>	<u>0</u>
	5,761,613	3,331,607

32. Salaries and wages

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Salaries and Wages	<u>33,011,330</u>	<u>34,109,579</u>

33. Amortisation of intangible assets

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Amortisation of key money and licenses	<u>90,824</u>	<u>91,050</u>

34. Depreciation of tangible assets

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Real estate and fixtures	212,098	249,410
Office equipment and furniture	447,328	429,656
Other fixed assets	10,972,625	10,851,984
	<u>11,632,051</u>	<u>11,531,050</u>

35. Operating expenses

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Marketing	146,149,664	248,004,016
Other selling	23,988,908	31,816,741
Publicity	14,082,548	21,753,028
Royalties and marketing fees	5,030,160	8,377,355
External supplies and services	5,103,861	5,809,211
Other personnel	5,454,095	6,387,302
Rental	4,289,683	4,742,778
Audit fees	260,845	217,444
Travel and entertainment	249,329	3,079,295
General and administrative	1,892,937	3,325,355
Bad debt and provisions	(826,542)	1,766,534
Other taxes	2,396,037	2,141,762
	<u>208,071,524</u>	<u>337,420,819</u>

36. Audit fees

The following audit fees were expensed in the income statement in the reporting period:

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Audit of the financial statements	260,845	217,444
Tax services	0	0
	<u>260,845</u>	<u>217,444</u>

The fees listed above relate to the procedures applied to the Company and its consolidated group entities by accounting firms and external independent auditor as referred to in Section 1(1) of the Dutch Accounting Firms Oversight Act (Dutch acronym: Wta), as well as by Dutch and foreign-based accounting firms, including their tax services and advisory groups.

37. Financial expense and income

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Dividends received from affiliates	40,067,976	51,334,894
Interest income	5,507,208	5,823,617
Interest expense and financial charges	(3,125,527)	(3,538,616)
Currency exchange differences	(3,299,463)	3,072,548
	<u>39,150,194</u>	<u>56,692,443</u>

38. Tax on profit on ordinary activities

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Current tax RLG Europe B.V.	1,820,933	2,413,000
Current tax RLG Europe B.V. (Swiss Branch)	1,712,182	2,498,756
Deferred tax	391,538	442,552
	<u>3,924,653</u>	<u>5,354,308</u>

Due to temporary differences and losses available in RLG Europe B.V. (Belgium Branch) and Denmark branches a deferred tax asset is recognised amounting to EUR 391,538 (2019/2020: EUR 442,552). Refer to note 8 and 20 for the movement in the deferred tax assets and liabilities.

39. *Income tax expense*

The income tax expense of EUR 3,924,653 (2019/2020: EUR 5,354,308) can be broken down as follows:

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Result before taxation	57,672,107	75,633,934
Income tax expense	3,924,653	5,354,308
Effective tax rate	6.81%	7.08%
Applicable tax rate	25.00%	24.00%

The taxation charge on the Company's profit before tax differs from the amount that arises using the local statutory tax rates as follows:

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Result before taxation	57,672,107	75,633,934
Tax calculated at statutory rate	14,418,027	18,152,144
Non-deductible expenses	200,000	621,000
Non-taxable income	(10,017,000)	(12,320,000)
Utilisation of prior year tax losses	(265,000)	(564,000)
Difference in tax rates	(411,374)	(949,836)
Prior year adjustments		415,000
Tax on profit on ordinary activities	<u>3,924,653</u>	<u>5,354,308</u>

The applicable tax rate is based on the relative proportion of the group companies' contribution to the result and the tax rates ruling in the countries concerned.

40. *Related-party transactions*

All group companies mentioned in note 8 as financial assets are considered to be related parties. The parent company mentioned in note 1.3 is also qualified as a related party.

41. *Average number of employees*

During the year 2020/2021, the average number of employees calculated on a full time equivalent basis was 417 (2019/2020: 432). Of these employees 141 were employed abroad (2019/2020: 153).

The categorization of the average number of employees for year 2020/2021 is summarized below:

Sales	118
Marketing & Communication	28
Management	50
Customer service & repairs	104
Shared Services Offices	<u>117</u>
	417

For several employees an option scheme is available regarding the shares of the ultimate parent company. At the moment these options will be exercised the related expenses are charged to the Company.

42. Board of Directors' remuneration

	<u>2020/2021</u>	<u>2019/2020</u>
	EUR	EUR
Directors	<u>304,715</u>	<u>295,332</u>

The remuneration of members of the Board of Directors comprises periodically paid emoluments such as salaries, holiday allowance and social security contributions, deferred emoluments such as pension charges, end of service benefits and profit shares, bonus payments and bonus shares awarded.

43. Share options and shares granted to employees

43.1. Share option scheme

The Group has a long-term share based compensation plan whereby executives are awarded options to acquire Richemont 'A' shares at the market price on the date of grant. Awards under the share option plan generally vest over periods of three to six years and have expiry dates, the date after which unexercised options lapse, of nine years from the date of grant. The executive must remain in the Group's employment until vesting. The options granted between 2008 and 2016 include a performance condition correlated to other luxury goods companies upon which vesting is conditional.

43.2. Share options granted

During the year 41,417 (2019/2020: 29,844) options were granted, of which 25,546 (2019/2020: 20,000) were to directors and 15,871 (2019/2020: 9,844) to other employees.

These options have a term of 9 years and may not be exercised during the first 3 years. The exercise price of each option is CHF 75.84 (2019/2020: CHF 82.86).

43.3. Share options exercised

A total of 85,836 (2019/2020: 53,414) options were exercised during the year. These options entitled the holders to acquire 'A' shares in Compagnie Financière Richemont SA, at pre-determined market linked prices. The average market price upon exercise of the option rights was CHF 82.88 (2019/2020: CHF 89.58).

A reconciliation of the movement in the number of share options can be specified as follows:

	<u>Directors</u>	<u>Employees</u>	<u>Total</u>
Balance at 1 April 2020	260,001	144,130	404,131
Granted	25,546	15,871	41,417
Exercised	(52,335)	(33,501)	(85,836)
Expired	0	(2,000)	(2,000)
Transfer (out to)/in from Group entities	0	1,867	1,867
Forfeited	<u>0</u>	<u>(7,166)</u>	<u>(7,166)</u>
Balance at 31 March 2021	<u>233,212</u>	<u>119,201</u>	<u>352,413</u>

A further share-based compensation plan was introduced in the current period whereby executives are awarded Restricted Share Units ('RSU'). Awards under this plan also vest over periods of three to six years from the date of grant. On vesting, the executive will receive a share in the Company. Executives are not entitled to dividends during the vesting period.

A reconciliation of the movement in the number of restricted and performance share awards granted to executives is as follows:

	<i>Directors</i>	<i>Employees</i>	<i>Total</i>
Balance at 1 April 2020	31,468	29,281	60,749
Granted	15,326	19,933	35,259
Transferred in	0	2,987	2,987
Transferred out	0	(267)	(267)
Balance at 31 March 2021	<u>46,794</u>	<u>51,934</u>	<u>98,728</u>

Of the total units awarded to directors 13,898 (2019/2020: 29,334) are subject to performance conditions on vesting.

44. Events occurring after the balance sheet date

No other events after the balance sheet occurred.

45. Appropriation of result

The proposal of the Board of Directors pursuant to the Articles of Association, is to add the result EUR 53,747,454 for the year ended 31 March 2021 to the other reserves.

Amsterdam, 1 October 2021

RLG Europe B.V.

Board of directors

Cédric Bossert

Patricia Gandji

Swen Grundmann

Hazel Annikin (appointed 1 June 2020)

Tim Wetsels (CFO, appointed 1 September 2020)



PricewaterhouseCoopers
Accountants N.V.
For identification
purposes only

Other information

Provision in the articles of association governing the appropriation of profits

According to the Articles of Association the result for the year is at the free disposal of the General Meeting of Shareholders.

Statement of the existence of auxiliary branches

Auxiliary branches exists in RLG Europe B.V. This is related to the E-Com activities related to the Swiss Branch, the Belgium Branch in Belgium, the Sweden Branch in Sweden and the Denmark Branch in Denmark.

Independent auditor's report



PricewaterhouseCoopers
Accountants N.V.
For identification
purposes only